Member of:



nstitute of Management Consultants of

India. Delhi

> **Business + Consul** +



April 1-15, 2009



On behalf of the growing community of the direct readers of this e-Magazine and the wider beneficiaries, through the high velocity of circulation of its contents, worldwide, may I begin by thanking Rajiv Khurana, the in-coming Chair, and Sumit Chaudhuri, Dy. Chairman, of the Delhi Chapter of the IMCI. The title ABC is well chosen. Conceptual Knowledge accrues from Academia; and experimental Insights from Business. Consulting is the bridge between the two. The sub-title, "de-limiting excellence" has a deep import. By definition, excellence is an ideal. It should be approachable. But, not attainable. Certainly, not easily. As one approaches it, the bar, standards, benchmarks are raised. May I conclude by inviting all readers - A; B; and C - to actively contribute to; utilise; and share the benefits of ABCeMag.

Dr. M B Athreya Management Advisor

Certified Management Consultant TM The international credentials of a professional management consultant, reciprocally recognised by global members of the International Council Of Management Consulting Institutes [ICMCI]



These days, time is short and attention much shorter. Good ideas need simple and smarter packaging. Get ready for ABC, every fortnight to share news, views and occasional interviews along with articles of your interest.

ABC has no staff. Just volunteers as researchers, writers, compilers and presenters. We welcome you to participate too without moving away from your work stations.

ABC belongs to you. Send us your ideas, contributions and feedback.

Pass it on to as many friends. colleagues and associates as you want or send us their email id for inclusion in our mailing list.

Take charge!

Best wishes,

Rajiv Khurana, CMC, FIMC

Chairman

IMCI - Delhi

in this issue	
About IMCI & Code of Ethics	2
"Consultant-Client Cooperation During Difficult Business Times" - Straight facts by S A Khader - Senti-speak by M S Sridhar	3- 7
Talk synopsis by Dr. M B Athreya	8
Families Get-together Pics	9
Feedback	10
YouTube + Podcast	11
IMCI – Delhi & Linkedin.com	12
IMCI – Delhi TEAM2010	13
Events in pipeline	14

imcidelhi@gmail.com, www.imcidelhi.com







INTERNATIONAL COUNCIL OF MANAGEMENT CONSULTING INSTITUTES

Member of:

nstitute of Management Consultants of India, Delhi

4 E

Business + Consul

+

April 1-15, 2009



2/14

ICMCI

The International Council of **Management Consulting Institutes** is the global association of national management consulting institutes from around the world. These national institutes administer, in accordance with world class standards, the international "CMC" certification Certified Management Consultant earned by individual professional management consultants.

More details: icmci.org

IMCI

The Institute of Management Consultants of India (IMCI) is the apex body of management consulting professionals, being the only registered institute of established management consultancy firms and practicing individuals in the country.

Constituted in 1991, IMCI was formerly known as the Management Consultants' Association of India (MCAI), which was founded in 1963.

In 1989, IMCI became the first Asian organisation to be accepted membership of the International Council of Management Consulting Institutes (ICMCI), the global apex body of Management Consulting Institutes. ICMCI has 46 member countries in the world.

The Executive Secretariat of IMCI is located in Mumbai. The Institute has regional Chapters in Ahmedabad, Bangalore, Calcutta, Chennai (Madras), Delhi, Hyderabad, Mumbai (Bombay) and Pune.

CMC Designation

IMCI endeavors to raise the standards of management consulting by awarding Certified Management Consultant (CMC) designation to individual members who have passed a qualifying examination and have met the profession's standards of competence and ethics. The CMC implies international designation recognition to worldwide standards.

More details: imcindia.co.in



Minimum Guidelines

Confidentiality

A member will treat client information as confidential and will not take personal advantage of privileged information gathered during an assignment, or enable others to do so.

Unrealistic Expectations

A member will refrain from encouraging unrealistic expectations or promising clients that benefits are certain from specific consulting services.

Commissions / Financial Interests

A member will neither accept commissions, remuneration or other benefits from a third party in connection with recommendations to a client without the client's knowledge and consent, nor fail to disclose any financial interest in goods or services which form part of such recommendations.

Assignments

A member will only accept assignments for which the member has the skill and knowledge to

Conflicting Assignments

A member will avoid acting simultaneously (in potentially conflicting situations) without informing all parties in advance that this is intended.

Conferring with Clients

A member will ensure that before accepting any engagement, a mutual understanding of the objectives, scope, work plan and fee arrangements is established and any personal, financial or other interests which might influence the conduct of the work are disclosed.

Recruiting

A member will refrain from inviting an employee of a client to consider alternate employment without prior discussion with the client.

Approach

A member will maintain a fully professional approach in all dealings with clients, the general public and fellow members.

Code of Professional Conduct

A member will ensure that other management consultants carrying out work on the member's behalf are conversant with and abide by the Code of Professional Conduct.





The
INTERNATIONAL
COUNCIL OF
MANAGEMENT
CONSULTING
INSTITUTES

Member of:

Institute of
Management
Consultants of
India,
Delhi

Academia + Business + Consulting

de-limiting excellence

April 1-15, 2009



3/14

Panel Discussion on Consultant – Client Cooperation in Difficult Business Times

The managing team of IMCI Delhi that took over on 1st April 09 organized its launch meet at International Management Institute (IMI) Auditorium with a Panel Discussion titled "Consultant-Client Cooperation in Difficult Business Times." with Dr. MB Athreya, the doyen of management consulting profession in India as its lead panelist. The subject for the discussion was chosen by the patron and mentors of IMCI Delhi Team 2010 to highlight the current concerns of the management consulting profession and also the sensitivities of the business during these days of down-turn and consider strategies of enhancing cooperation. This evening launch function was overwhelmingly participated by about 110 professionals f r o m c o n s u l t i n g , b u s i n e s s a n d a c a d e m i a .

Dr. SR Mohnot, the moderator of the panel discussion, (who is the Bhishma Pitamah of IMCI, however, with a unique distinction of always being on the ethical side in contrast to the epic personality with whom he is compared, in the introductory language of Sumit Chaudhuri, Dy. Chairman of IMCI Delhi) in his opening remarks to the discussion, lucidly threw light on the two components of the subject, i.e. consulting profession and its evolutionary four phase development, ultimately leading to the situation of partnering between the consultant and client, emphasizing this as the need of he hour. On the other side of the theme, he delineated the different facets/degrees of economic downturn and the reasons thereof. He went on to explain the characteristic features of difficult business times in the Indian context and took solace that only the growth processes have slowed down or reduced from 9% to 5.5% and it is not an acute financial crisis like what happened earlier either during Asian Crisis or currently the Global melt-down. succinctly raised the issue whether the effectiveness of consultant-client relationship is a function of the health and prosperity of clients as a triggering point for the discussants to respond. May be, some innovative Consultant-Client cooperation approaches are the need of the hour in these difficult business times, as per Dr. Mohnot.







The first panelist, Prof CS Venkata Ratnam of IMI, in his brief address, very aptly quoted studies from abroad highlighting the fact that consultancy spending is high when the clients are healthy, contrary to the normal expectation that consultants are needed more when the business is struggling. Hence, he argued that consultants should deliver more value with less revenue during the down-turn days, demonstrating the solidarity with the clients' concerns. He went on to suggest four mantras that enhance the cooperation between consultants and clients namely; Trust, Confidentiality, Clarity of expectations and an Agreement of mutual expectations. The relationship based on these values is bound to be long-lasting through a n d thin. thick





INTERNATIONAL COUNCIL OF MANAGEMENT CONSULTING INSTITUTES

Member of:

nstitute of Management Consultants of India.

Delhi

Business + Consulti cademia + 4 E

April 1-15, 2009



4/14



SB Budhiraja, the second panelist with his eminence in all the three essential facets of consultancy (ABC), namely Academia as former head of MDI, Business CEO as MD of IOC in its early days and currently leading strategy Consultant and former President of IMCI India, went on to suggest various approaches for strengthening the cooperation between consultants and clients during these difficult times. Consultants should go beyond making recommendations and participate or associate with implementation and realizing the proposed gains to make their service more cost effective rather than cosmetic, by tightening their belts. Further, Budhiraja reiterated, consultants should advice their clients to resort to organized abandonment of business lines or products that do not add value, strengthening his argument with the age-old practice of 'use of purgatory mechanism for cleansing the human body' for its rejuvenation. To reaffirm this adage, he cited the case of General Motors going bankrupt in the automobile business by not abandoning its unprofitable models of cars, while successfully launching the Sedan Model, during the days of bitter competition with Japanese cars in the US market. He emphasized that one of the key strategies for both the clients and consultants during the difficult business conditions should be implementing simple Japanese tools like QCC, Kaizen, and 5S, JIT, etc. to focus on cost reduction and shop floor productivity and by cutting down the flab. Such strategies enabled Japan to bounce back into the global markets during sixties, when the image of Japanese products was its lowest ebb on the quality front.

The third panelist, Mahendra Swarup, a successful MNC CEO turned entrepreneurial consultant, who had extensive experience of engaging a variety of business consultants, gave a few tips to both consultants and clients. According to him, the key issue hanging in the minds of clients is certainty of the future during these difficult times and consultants must be able to peep into the future and dream along with their clients. As such, consultants should become mentors for business executives. He corroborated this argument with his current experience of mentoring a number of young entrepreneurs to business success. He reiterated that management consultants would be doing a yeoman service to the society and economy by developing and prospecting entrepreneurs and entrepreneurship in the country, as it is the small businesses/entrepreneurs that add to 50% of the GDP in any economy through their innovative ventures and services. He went on to strengthen his argument by the abundant availability of funds for such new ventures as rich and developed countries have huge pension funds to be utilized as venture capital looking for returns to the tune of 20 to 25%. He went on to reiterate that a consultant as a mentor has to adapt the partnering mode and even financially participate to bring success to the fresh entrepreneurs and build a life-long relationship.





IMCI Delhi Team 2010 Launch Meet -9th April 09, IMI, New Delhi



INTERNATIONAL COUNCIL OF MANAGEMENT CONSULTING INSTITUTES

Member of:

Institute of
Management
Consultants of
India,
Delhi

de-limiting excellence

Academia + Business + Consultin

April 1-15, 2009



5/14

Dr. MB Athreya, the lead panelist and also patron of IMCI Delhi Team 2010 had the final and lasting say on the subject. Fundamentally, he brought home and agreed with Dr. Mohnot that if consulting profession has to be lasting, it has to graduate from relationship mould to cooperation mould, where in maintaining a lasting trust with the client is central and it has to be demonstrated through participation in the implementation of recommendations or at least extend serious implementation support so as to enable the client to realize the potentials envisaged. Here, he brought in the issue of 'Consultants' Dilemma' and highlighted that it is social trust that enabled realization of faster growth in countries like Korea, China and Malaysia. Subsequently, he traced the factors that led to creation of difficult business times in India, where the economy is facing the down turn or a mere reduction in the rate of growth, while highlighting that there is still growth of about 5.5%, which is much above the Hindu-rate of growth of about 3.5% that India witnessed for over three decades in the past. He pointed out that India and China are much better off during these days of global financial melt down impacting economies of USA with depression, Europe with recession and Japan facing acute deflation.

According to Dr. Athreya, it has to be seen as to which of the sectors have been affected badly by the down turn and those still adding to the growth. He felt that sectors like FMCG, Pharma, Hotel, Tourism and such others are likely to grow, while sectors such as real-estate, IT, banking and finance are likely to have a slow down for some time to come. However, maturity and prudence lies in enterprise managements to be optimistic and at the same cautious to adapt the policy of 'conserve and survive' till such time up-turn in the economy is experienced. He went on to delineate a kind of prudent strategy for the enterprises to survive the impact of downturn, which included protecting the image of the company through providing services to the society even at lower margins and maintain financial solvency and ultimately go for growth when the market conditions improve. He further added that clients should consider retaining the existing consultants, considering them as capital investment of the past and seek services for fresh and clear diagnosis of the business in the renewed context. At best, enterprises may engage any specialized consultants to tackle issues to result in cost reduction through value analysis and engineering. He pointed out that enterprises should not shy away from **right sizing** at this stage by segregating from the grain, of course with a human face. On the other hand, consultants may consider undertaking pro-active diagnosis of business of clients who have trust in them and provide inter-firm comparison and benchmarking services at subsidized or deferred payment basis and even on the basis of results. Even possibilities of flexible consulting could also be attempted in areas of turn-around consulting, cost management etc. The basic objective of the consultant should be to understand and appreciate the difficult business condition and demonstrate to the client that he stands by the client through thick a n d







ABCE Mag de-limiting excellence

COUNCIL OF MANAGEMENT CONSULTING

Member of:

nstitute of Management Consultants of India. Delhi





Subsequently, the over whelming participation by the audience and raising a barrage of issues like mentoring to provide emotional support to the entrepreneurs, mistrust between the parties, result based consulting, self-governance in troubled times, etc., which were well responded by the panelists, proved the grand success of the panel discussion. Finally, the launch meet concluded with the vow that 'a consultant being a knowledge based worker always remaining in a learning mode, should welcome difficult business times as a challenge to prove his mettle.' The success of the launch is corroborated by the fact that most of the participants remarked that there should be more such interactions and more



In response, Rajiv Khurana, Chairman IMCI Delhi Team 2010 in his perspective address high lighted the current tag-line of IMCI Delhi for this year: 'Alag Tevar - Alag Flavor', signifying the dramatic shift in the structure and style of working of this professional body by reinterpreting the acronym IMCI to 'Increase Membership & Consolidate Image.' To support this, he went on to delineate the heightened level of activities during the coming year, which included i) enhanced networking with academic institutions, ii) organizing at least four evening Gettogethers through 'Guru Speak' events iii) Interventions and interactions with business & developmental agencies to promote the branding of CMC/ICMCI and FIMC and iv).fortnightly news letter under the title: e-Mag - ABC: Academia-Business-Consulting, the title page of first Issue (that will be released by 16th April) was also

launched by Dr. MB Athreya electronically.







April 1-15,

2009

cademia + Business + Consultin

4

E



SA Khader, Principal Consultant, **SAK Consultants &** Associates, New Delhi

6/14

IMCI Delhi Team 2010 Launch Meet -9th April 09, IMI, New Delhi



ABCENIAS de-limiting excellence

The:
INTERNATIONAL
COUNCIL OF
MANAGEMENT
CONSULTING
INSTITUTES

Member of:

Institute of
Management
Consultants of
India,
Delhi

de-limiting excellence

Business + Consult

+

April 1-15, 2009



7/14

Lo and Behold! - another reflection

The D-day – April 9,2009 had finally arrived. The IMCI Delhi Team 2010 "Launch Function" kicked off on a fantastic note with the much awaited panel discussion on the subject of immense topical interest "CONSULTANT-CLIENT COOPERATION DURING DIFFICULT BUSINESS TIMES" with over 100 people in the audience drawn from academia, business and consulting interests, notwithstanding a few dropouts who sent regret messages due to unforeseen exigencies. (Such opportunity knocks but once; so please make the most of it next time). We had announced this on Linkedin also resulting in participants arriving in large numbers and bang on time. The discussion could commence promptly after the high tea, which also facilitated a lot of interaction among the invitees and the panelists.

Coming to the esteemed panelists – What can I say about these illustrious personalities? Their achievements are far too many to be detailed here. The discussion was rightly led by Dr. Athreya, who shone with his coruscating brilliance and wisecracks even before he actually shared his wisdom for all of us to benefit.

Dr. Mohnot, being the moderator par excellence, notwithstanding his plethora of knowledge, held fort as usual and added glamour and glitter to the "Galaxy of Panelists." Our gratitude goes out to Dr. Venkata Ratnam, Mr Swarup and Mr. Budhiraja, who shared their profound knowledge with us that was feasible within the short time available. Dr Venkata Ratnam stressed on perfecting the agreement with the clients apart from giving them valuable advise and handholding at low cost during difficult times. Mr Budhiraja brought out how important it was to provide the much needed consulting during difficult times for the benefit of the audience with the example of General Motors as a case in point. Mr Swarup added a new dimension to the whole discussion and stressed on the importance and benefits of developing new and young entrepreneurs. He rightly highlighted the fact that India was one of the least affected economies and would most certainly weather the storm with the right thrust and focus.

Finally, it was the much awaited observations of **Dr. Athreya**, who started hitting the nail on the head right from the word, go. His deep insight on the Macro and Micro Economic perspective of the Global Meltdown and its cascading effects on the various economies and India in particular had provided enormous clarity about the challenges that lay ahead. He compartmentalized the topic of discussion, rather brilliantly as Consultant Client Relation – Role of the Client – Role of the Consultant, which provided a deeper understanding to the spell-bound audience on how to approach the challenges that lay ahead. When people like us interact with people like him, I feel "We, the lesser mortals **generally see** but people like him are the ones who **actually perceive.**".

All in all, it was a wonderful concoction of Great Ideas – Great perspectives – Great Approaches to the Issue, brewed in that all important two hours and transmitted to the audience most effectively. Our esteemed panelists had shared their brilliance and made all the participants go back as wiser and better prepared Individuals with a renewed vision and a lot of optimism.









More pics

MS Sridhar CEO at Aaditya International http://picasaweb.google.co.in/lh/sredir?uname=th epersonnellab&target=ALBUM&id=532276347984 8704945&authkey=Gv1sRgCMXHhpOMgfCZQ&feat=email





CONSULTING

Member of:

Institute of **Management** Consultants of India. Delhi

4

Business + Consult

cademia +

April 1-15, 2009



8/14



Talk Synopsis

Consultant-Client Cooperation During Difficult Business Times

Dr. M B Athreya

Cooperation

More Positive

Not Just a Relationship

(Ritual. Hindering. Helpful)

On Trust

(Dilemma – Mutual – Building – Re-building)

Difficult Business Times

Global Recession

Indian Downturn

Sectoral Crash

Company x Challenges

(Survival – Profitability – Image – Growth)

Client Role

Retain the Existing Consultant

Fresh Diagnosis in these DBT

Add Specialist Consultants, as needed.

Proceed from Objective 1 to 4

See the Fee as an Investment, not Cost.

Consultant Role

Proactive offer of Draft Diagnosis.

Lower Fees, if necessary.

Part deferred payment, if essential.

Flexible Consultancy

(Turnaround - Cost Management -Contribution Margin – Quality, Service – Price Stimulus).





COUNCIL OF MANAGEMENT CONSULTING INSTITUTES

Member of:

Institute of Management **Consultants** of India. Delhi

> exce

Academia + Business + Consultin

April 1-15, 2009



9/14

'IMCI - Delhi' Families Get-together, April 1, 2009





COUNCIL OF MANAGEMENT CONSULTING

Member of:

nstitute of Management Consultants of India. Delhi



Dear Rajiv

Just to tell you that you and your team are doing a great job. Do keep it up.

M.M.LUTHER

I thank you for conducting such wonderful event and sharing with us all the Thoughts, Pictures and Videos.

Rajesh Behera

Talisman Advisors, Delhi

Thanks for the photo Album/ coverage of the panel discussion. Very nice collection.

M.L.Khirbat

Thank you for the kind invitation to attend the panel discusion on 09 April 2009. It was indeed a great learning experience. I must also admit that it was well conducted and would like to convey my congratulations to you and the other members at IMCI-Delhi.

Had a glance through the photo-gallery and would spend some more time on it later.

Thanking you, Mr Sumit Chaudhry and other members of your team.

Narinder Rana

Thank you Rajeev. It was a very interesting panel discussion specially Dr. Athreya.

Ranjan Paul

The programme was very well conducted and the speeches by the panel were thought provoking.

All the very best for your tenure during which I am sure IMCI will achieve new heights Sunil Jagtiani

This is to extend my warm compliments to you for the brilliant inaugural show of IMCI-Delhi chapter activities for the ensuing year. I am confident under your stewardship the Institute will be infused with fresh adrenalin that may not have been experienced in the past. Once again wish you all the best in your endeavors and like to re-assure you of our best support & cooperation in this behalf.

Options Consulting Group

Dear Rajiv Greetings

P.K.Bhalla

When I received the mail invitation from you for the inaugural discussion meet, I was wondering and had my haunch that it will be a unique start of the joyous journey ahead. Believe me, it proved the same.

Right from the reception at snacks desk, the start of the evening, let by you, introduction of the team, introduction of the Gurus on the dias, presentation of paints, were all different from each other. I have never witnessed events with different flavours.

The words of wisdom by Dr Munj(as we respectfully address him) Athreya, Dr Mohnot, Swarup, Mr Budhiraja were in line with the scenario of the day. The question answer session that followed was ofcourse, a normal session.

Presentation of the momentos to Gurus, bore a different style from a primitive metal idol or the like, to the one which was presented to us by Lahore Mgt Association (which adores our drg room in one of the lifted corners). The e.magazine is another unique feature appreciated, which is uniquely different from the print magazine, which was also distributed at the end of the programme, and ofcourse a nice gift to remember ever.

On the top of it, the video album and the stills, loaded on the mail, are an addition, never ever seen by me, at any of the fora.

The word of appreciation goes to your team members, led by you. I think many of the member present would also have felt the same. I on my part would be keen and interested as before, to receive an invitee. N K Gupta

Business + + 4

April 1-15, 2009



10/14



ABCEMAS de-limiting excellence

INTERNATIONAL
COUNCIL OF
MANAGEMENT
CONSULTING
INSTITUTES

Member of:

Institute of Management Consultants of India,

Delhi

+

Business

+

4

You Tube

1st TIME

Podcast

April 1-15, 2009



11/14

For the FIRST time in IMCI, the videos of the Panel Discussion on "Consultant - Client Cooperation During Difficult Business Times" held on April 9, 2009, have been uploaded on youtube.com for wider viewing by professionals across the globe.

Viewing IMCI these 11 videos take 3 simple steps.

- 1. Log on to www.youtube.com.
- 2. Type "imcidelhi" and press the search button.
- 3. Click the video you wish to view. Celebrate learning!

The videos have been shot with a camcorder CANON FS100 [Courtesy CANON].

Use amplifiers for better results.

Wow, you guys are really "with it" in going out via YouTube.

Dr. Charles Savage
Management Consultant
Munich, Germany

Thank you. That was very constructive. Congrats. Dilip Sarwate

Great to see you on Youtube. Seems IMCI is really going places. Kapil Mehra, ireo.in

Another FIRST from IMCI Delhi.

Talks by all the panelists are available in mp3 format too on two different websites.

Listening to these mp3 files is very simple.

Click any one of the following links or copy & paste it in your browser:

http://www.archive.org/details/ Imci-Delhi-PanelDiscussions-090409

http://www.mediafire.com/?sh arekey=e9b9f7d6bff84c3c1f8e 0fff488e27e0afe287a4ade5472 55621d66e282a0ee8

Listen online or download the files on your PC.
You can even copy the files on your cellphone or mp3 player and listen while on the go.

This is gr8 Rajiv! Your tenure will be a landmark year in the history of IMCI Delhi. V r all proud of yr creative value additions.
:) Nikhil

who can be a part of learning process using

Punjab National Bank

I am glad to get all these Videos and Podcasts. Thank you. It's a great opportunity for people like me

these Audios & videos. Raj Arora

Dell India





COUNCIL OF INSTITUTES

INTERNATIONAL MANAGEMENT CONSULTING

Member of:

nstitute of Management

'IMCI - Delhi' group Linked in .

Consultants of

India. Delhi

Business +

+

4

E

Charles Savage Owner, KEE International and Management Consulting

> Amitabh Anand, (Age-26 Years) Researcher-Knowledge Management/Corporate Relation Officer/Marketer/Human Networking

Sridhar Iver **CEO at Aaditya International**

Prof. Jay K Mitra Dean & Professor of Organization Behavior & Strategic Management at Faculty of Management Studies, University of Delhi

Daisy Varun FreelanceTraining Facilitator

Prem Chadha **Independent Management Consulting** Professional

Dr Amarendra Kumar Sr Manager - Financial Planning and Analysis at HCL ISD

Ketan R Gandhi **President & CEO**

Javadev Menon Learning Consultant & Chief Executive

anurag khurana Managing Partner at CMG Consulting

Ratna Pande **Head Learning and Talent HSBC Global** Resourcing

Dr.J.C. Gandhi Management Consultant at Rajasthan Udyog & Tools Ltd.

Ramex Kaul Head Marketing & PR - India at JOLEN Inc

Consulting, Research, Development at **Resonate Consulting**

Khader Shaik Independent Management Consulting **Professional**

S Ramachandra Owner, Littler associates

Bhaskar Bhattacharya Vice President - Training; OD & Performance Management at Tata Sky Ltd.

Dipanker PMP, MIE, SSGB **Head LO&D Practice**

Sunil Chowdhary at Allahabad Bank

Anand Chhabra Owner, Access Marketing Status as on 15.04.2009

- •214 professional members from across the globe in less than a month
- •11 discussions underway
- •26 contributions in the discussion on "Qualities in a Consultant".

Seeing is believing. If you are still not a member, follow 3 simple steps:

- Be a member on linkedin.com.
- 2. Search for IMCI Delhi' in groups and request for membership.
- 3. Start participating in the discussions.

Manas Das

Consultant at Barkawi Management Consultants GMBH,

Dr.Shiv Dhawan Organization Transformation Consultant at Tata **Consultancy Services Limited**

Abhimanyu Dawar Project Manager at NIS Sparta

Debayan Mukherji M.B.A (Finance/ Marketing) , B.Tech (Electronics &

Dr. Mohan Agrawal Professor, Marketing at IMT Dubai

Chief-HR & MS, Recron Malaysia Sdn Bhd

Rajeev Kumar at Tata Management Training Centre

Sanjay Ghosh CEO & Managing Director Calibre Scan HR Services

April 1-15, 2009

12/14

Member of:

Member

nstitute of Management

Consultants of

India. Delhi

Business + Consultin

+

cademia

Mentor

Mentol

4

E

April 1-15, 2009



13/14

Dr. M B Athreya

Management Guru. Former Professor - IIM Kolkata, London and Scottish Business Schools. Chair and Member of Government Policy Committees. Advisor to industry, government and NGOs.

Dr. S. R. Mohnot

International Management and Industrial Consultant (worked for UNIDO, UNDP, ADB, SWEDFUND OECF, IDE) Specialising in Strategic Planning and Marketing Research, Chairman INTECOS & CIER

Shashi Budhiraja

Independent Director, Former MD IOC, Mktg Div,(also IBP, Balmer Lawrie, Indian Oxygen), Fellow, Harvard University, Director, Mg Dev Institute, Gurgaon, President IMCI, Senior Adviser, United Nations, Global Compact

Dr. Sunil Abrol

Director General, CDC. Certified Trainer and Management Consultant with strengths in Consultancy Promotion, Training of Trainers, Strategy, Education, Public and Govt. Sector

Ashok kumar

Management Consultant. Former Chairman cum Managing Director, HSCC. Presently independent Director on the Board of NPCC.

Ramesh Tyagi

Consultant of repute in the International field. Area of specialization: Business plans, feasibility studies, entrepreneurship development, productivity improvements and competitiveness, cluster development for SMEs.

Delhi TEAM



Rajiv Khurana

International Management Trainer and Consultant, Author, Newspapers Columnist, **Photography Enthusiast**

Sumit Chaudhuri

HR Specialist, consulting, training and teaching for major international and domestic private, public, government and non-government organisations.



Certified Management Consultant Specialing in Marketing Research/Strategies & Training/Dev

M S Sridhar

Consultant in international business including joint ventures and acquisitions and advisor on FEMA and FDI having partners all over europe and usa

S A Khader

A productivity & competitiveness consultant and a consultant trainer, with life-time association with indian productivity movement

S B Sengupta

23 years experience in management of HR, and 18 years of teaching experience. Presently, a Senior Professor in a well known mgt. institute in Delhi





COUNCIL OF

MANAGEMENT CONSULTING

Member of:

Institute of Management Consultants of

India. Delhi

Events in pipeline



- Innovative and exclusive design by IMCI Delhi to project member consultants before the corporate world.
- Three members at a time.
- Each Talks/Trains for precisely 20 minutes to showcase calibre.
- Each Talk/Training is uploaded on youtube.com and highlights [prepared by the presenter] printed in ABC-eMag.
- Many such camps conceived during the year. First being planned during June 2009.
- Write to us with a brief intro of the theme.
- •If you are not a member and wish to present, please be a member first!



An exclusive evening with a celebrity speaker.

Just you, speaker and IMCI-Delhi.

Celebrate learning at the highest orbit.

Look out for the announcement.

The first GURU shall be Dr. M.B.Athreya.

Time: end May.

IMCI

Elected **National** Team [2009-10]

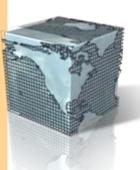
President S. P. Agarwal

Vice Presidents Anuj Bhargava Sunil Abrol

Hon. Treasurer Monish Shah

Members Ashok Sanghavi

Bala Bhaskaran Yogesh Misra



IMCI - Delhi

Participants invited for Alag Tevar, Alag Flavour



We await your ideas, suggestions, contribution, support and...

imcidelhi@gmail.com

This eMag is meant for free electronic circulation amongst members & friends of IMCI - Delhi

Business + Consulti cademia + 4

April 1-15, 2009

14/14